



D. M. *[Signature]* 17/1/93
T & D. *[Signature]* 8/2/93
S. R. M. *[Signature]* 1/1/93
S. A. M. *[Signature]* 17/2/93

CC: LANNY

J. W. SWINEA
Sr. Chain Accounts Manager
515 Airport Road, Suite #110
Chattanooga, TN 37421
(615) 855-0485
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July 15, 1993

To: All Managers

Subject: Pilot Oil (#0562-00-00)
Doral Buy-Down

Ladies and Gentlemen:

Pilot Oil has authorized R. J. Reynolds representatives to buy-down Doral/Magna/Sterling at store level. If you or your representatives encounter any problems, please have them phone from the store Mr. Bob Yon with Pilot Headquarters at (800) 562-6210 - Extension 754 and he will handle immediately.

I understand the problem is some supervisors do not like the buy-down because it makes their margins fluctuate.

Thank you for your help with this chain.

Sincerely,

John

J. W. Swinea
Sr. Chain Accounts Manager

JWS/rd

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